

TABLE Q-6

**WHOLESALE TRADE IN CALIFORNIA a/
1997 ECONOMIC CENSUS b/**

NAICS code	Kind of business	Total			Merchant wholesalers		Manufacturers' sales branches and sales offices		Agents, brokers, and commission merchants	
		Number of estab- lish- ments c/	Sales (\$1,000)	Annual payroll (\$1,000)	Number of estab- lish- ments c/	Sales (\$1,000)	Number of estab- lish- ments c/	Sales (\$1,000)	Number of estab- lish- ments c/	Sales (\$1,000)
42	Wholesale trade	57,842	\$551,230,644	\$29,900,158	49,737	\$344,801,796	3,067	\$152,520,370	5,038	\$53,908,478
421	Wholesale trade, durable goods	36,034	351,852,699	19,747,653	30,934	220,252,950	1,867	97,450,196	3,233	34,149,553
4211	Motor vehicle & motor vehicle parts & supplies	3,364	76,444,819	1,356,831	3,058	36,193,837	147	33,974,919	159	6,276,063
4212	Furniture & home furnishings	2,179	10,213,556	759,919	1,829	6,337,878	68	2,084,429	282	1,791,249
4213	Lumber & other construction materials	1,371	7,042,209	497,255	1,095	4,848,777	178	1,542,504	98	650,928
4214	Professional & commercial equipment & supplies	6,807	88,096,897	5,791,110	6,013	55,708,346	374	30,016,289	420	2,372,262
4215	Metal & mineral (except petroleum)	1,264	10,635,842	658,087	1,075	8,451,760	101	1,637,184	88	546,898
4216	Electrical goods	6,054	82,972,199	5,126,069	4,681	50,495,118	442	17,685,297	931	14,791,784
4217	Hardware, & plumbing & heating equipment & supplies	2,244	11,047,274	946,696	1,917	6,724,363	101	2,034,710	226	2,288,201
4218	Machinery, equipment, & supplies	7,070	30,292,890	2,725,632	6,042	20,688,027	418	7,017,363	610	2,587,500
4219	Miscellaneous durable goods	5,681	35,107,013	1,886,054	5,224	30,804,844	38	1,457,501	419	2,844,668
422	Wholesale trade, nondurable goods	21,808	199,377,945	10,152,505	18,803	124,548,846	1,200	55,070,174	1,805	19,758,925
4221	Paper & paper product	1,860	13,718,503	976,973	1,511	7,076,124	196	5,894,502	153	747,877
4222	Drugs & druggists' sundries	1,208	19,203,258	906,353	1,123	11,473,178	44	7,399,383	41	330,697
4223	Apparel, piece goods, & notions	4,139	17,190,997	1,180,529	3,652	13,514,903	63	1,702,086	424	1,974,008
4224	Grocery & related products	6,057	77,094,310	3,740,310	5,077	47,266,098	383	15,756,261	597	14,071,951
4225	Farm-product raw material	339	5,346,807	102,744	284	4,609,762	n.a.	n.a.	55	737,045
4226	Chemical & allied products	1,606	9,299,726	690,766	1,295	4,968,527	187	3,878,610	124	452,589
4227	Petroleum & petroleum products	736	25,932,475	403,276	625	13,576,001	92	d/	19	d/
4228	Beer, wine, & distilled alcoholic beverage	473	9,679,876	688,086	392	7,105,375	40	d/	41	d/
4229	Miscellaneous nondurable goods	5,390	21,911,993	1,463,468	4,844	14,958,878	195	d/	351	d/

a/ Although wholesaling normally denotes sales in large volumes, durable nonconsumer goods may be sold in single units.

Sales of capital or durable nonconsumer goods used in the production of goods and services, such as farm machinery, medium and heavy duty trucks, and industrial machinery, are always included in wholesale trade.

b/ The 1997 Economic Census is the first census to present data based on the new North American Industry Classification System (NAICS). Previous census data were presented according to the Standard Industrial Classification (SIC) system. Due to this change, comparability between census years may be limited.

c/ Establishments with payroll.

d/ Withheld to avoid disclosing data of individual companies; data are included in higher level totals.

n.a. Not available

Source: U.S. Department of Commerce, Bureau of the Census, <http://www.census.gov/>

Department of Finance, Economic Research Unit, (916) 322-2263